

## Message Text

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11

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

----- 019318

R 030834Z MAY 74

FM AMEMBASSY TAIPEI

TO USDOC WASHDC

INFO SECSTATE WASHDC 1703

UNCLAS TAIPEI 2853

FOR : DEPUTY ASSISTANT SECRETARY VAN GESSEL

E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: CONSTRUCTION AND BUILDING EQUIPMENT SEMINAR

1. DURING MAY 2 FAREWELL CALL BY CARL HAHN, WHO WAS ACCOMPANIED BY COMMATT, ON MINISTER OF COMMUNICATIONS HENRY KAO, THE MINISTER LAMENTED THE LOW PRODUCTIVITY IN THE BUILDING AND CONSTRUCTION INDUSTRIES IN TAIWAN. HE ATTRIBUTED LOW PRODUCTIVITY TO EXTENSIVE USE OF MANUAL LABOR AND INEFFICIENT USE OF MECHANICAL EQUIPMENT.
  2. THE MINISTER INQUIRED AS TO THE POSSIBILITY OF AN "EDUCATIONAL SEMINAR" (THIS WOULD NOT BE AN EFFORT TO SELL EQUIPMENT BUT WOULD PROVIDE OPPORTUNITY FOR FOLLOW-UP SALES) TO BE SPONSORED BY THE DEPARTMENT OF COMMERCE WHICH WOULD THROUGH MOVIES, SLIDES AND LITERATURE, TOGETHER WITH ORAL PRESENTATIONS, SHOW AND DESCRIBE THE OPERATION OF AMERICAN BUILDING AND CONSTRUCTION EQUIPMENT.
  3. THE MINISTER ALSO SUGGESTED THAT THE SEMINAR COULD BE FOLLOWED UP (PERHAPS 4 TO 6 MONTHS LATER) WITH ACTUAL DEMONSTRATION OF VARIOUS TYPES OF AMERICAN EQUIPMENT AT A SITE FOR WHICH HE WOULD MAKE ARRANGEMENTS.
  4. ACTION REQUESTED: EMBASSY WOULD APPRECAITE COMMERCE'S THOUGHTS AS TO THE DESIREABILITY OF SPONSORING AN "EDUCATIONAL SEMINAR" TO BE FOLLOWED UP WITH DEMONSTRATION
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OF EQUIPMENT. EMBASSY BELIEVES MINISTER'S SUGGESTIONS

HAVE MERIT.

5. FURTHER DETAILS REGARDING DISCUSSION WITH MINISTER MAY BE  
OBTAINED FROM CARL HAHN WHO WILL BE IN WASHINGTON MAY 8.  
GLEYSTEN

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## Message Attributes

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**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 21 OCT 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <21 OCT 2002 by MorefiRH>; APPROVED <24-Oct-2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**TAGS:** BEXP, TW  
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**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005